

JUN 7 1996

RF-6

June 4, 1996

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**WORKING  
OVERTIME  
FOR YOU.**

Mr. Mark Young  
R. J. Reynolds  
400 Raritan Center Parkway  
Raritan Center  
Edison, NJ 08837

Dear Mark,

It was great sitting down with you and Tony last week. You and your team have done a tremendous job to date on Moonlight Tobacco, and everything seems in order for continued expansion and success.

I had a chance to meet with the three Moonlight reps at the end of the day. Their energy continues to be high and they seem to be better organized as it relates to "milk routing" their calls. Tony has done an excellent job with them.

We are already following up on the items discussed in our meeting (i.e., banner size, lighters, etc.). Please let me know if there is anything else we can do to help.

Sincerely,

★  
MOONLIGHT

TOBACCO

COMPANY

A DIVISION

OF R.J.R.

TOBACCO CO.

216 BALTIMORE RD.

ADVANCE, N.C.

Dirk V. Herrman  
Marketing Director  
Moonlight Tobacco

ps

c: C. Pennell  
D. Wilmesher  
D. Fitzgerald

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